

UNFOLD YOUR PASSION



RETAILER MANUAL 2022



Dear retailer partners!

Innovative, smart, and unique - for many years, we've been designing, developing, and testing to create the ideal folding bike. Our goal was to develop a folding bike for the city with a focus on quality, easy handling, and a unique design, thereby offering solutions to known urban challenges. In just a couple of seconds, it can be carried onto public transportation or loaded in the car, and folded for storage in the apartment and office to keep it safe from theft. VELLO stands for innovation and was made to meet the demands of commuters and city dwellers.

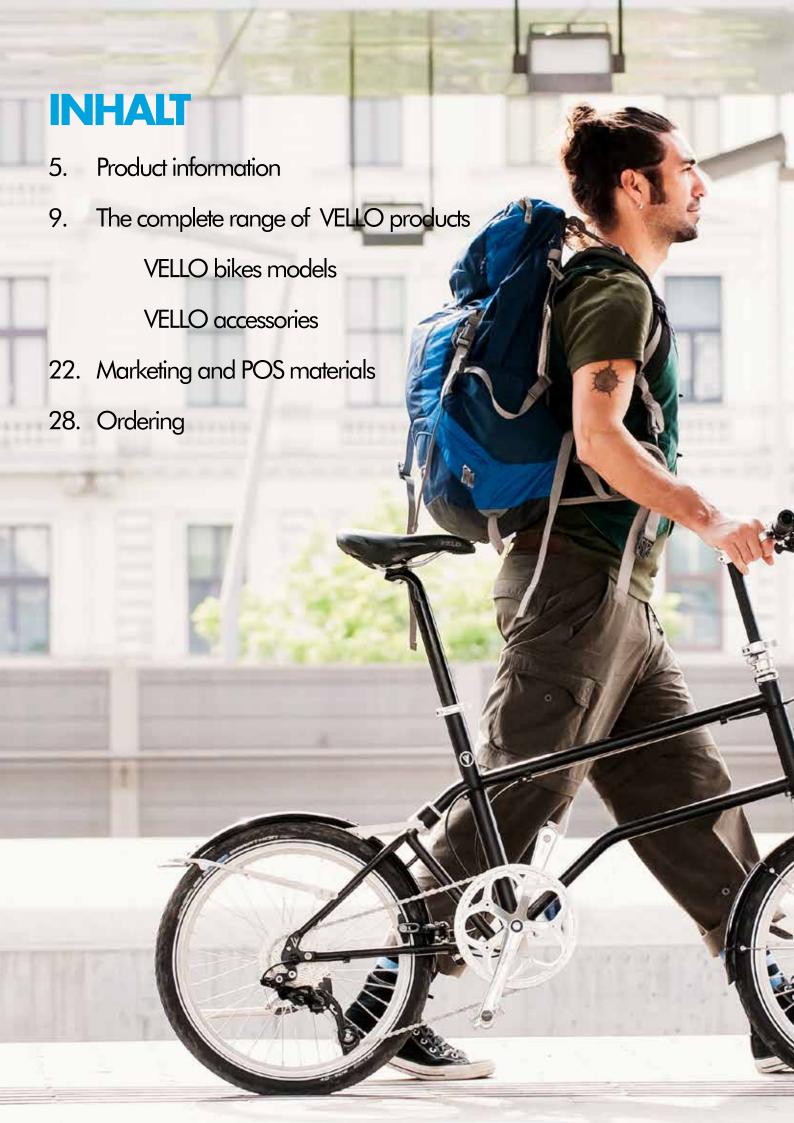
In 2022, we offer various VELLO models, some of which are also available in super-light versions with a titanium frame: Rocky with its 10-speed derailleur and hydraulic disc brakes is made for all terrains, the popular Alfine 11 with its clean belt drive and 11-speed internal gear hub is the ideal companion for any professional, and the Speedster is equipped with racing bike components and is for those who like to live in the fast lane. And last but not least, our award-winning Bike+ belt drive with its self-charging e-technology is unique on the market and one of our top sellers.

The VELLO bike was born out of a passion for folding bikes and every detail of it has been perfected over the years. We are looking for partners who share our vision and want to be part of the VELLO bike story. We choose our retailers carefully. This is the reason you have this catalog in your hand.

The upcoming years will be exciting: foldable bicycles have been growing in popularity owing to advantages related to intermodality, smaller public spaces and living spaces in cities, and a generally growing investment into bicycle infrastructure.

As we set out to become key players in the changing landscape, we aim to grow together with trusted partners at our side. We look forward to being in touch!







PRODUCT INFORMATION

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FULLY UNFOLDED AND READY TO RIDE IN TWO EASY STEPS



Folding size for all our VELLO models: H: 57 x L: 79 x B: 29 cm (22x31x11in)

Maximum permissible weightt: 125 kg (276lbs)



SUPER-LIGHT

Starting at 9.9 kg (21.8lbs) for non-electric and 12.9 kg (28.4lbs) for electric



RIDING PERFORMANCE

Single-piece, hinge-free signature frame for maximum stability and safety

FEATURES

A COMFORTABLE RIDE:

Tool-free adjustable saddle height (1) and handlebar (2) to fit all riders between 155 to 195 cm (5-6.4ft)

MAXIMUM SAFETY:

Responsive braking thanks to the hydraulic disc brakes.

SPECIAL-BUILT ACCESSORIES:

Choose from a variety of accessories.

HIGH QUALITY MATERIAL AND COMPONENTS:

- Frames and folding parts (mount for swing bearing and swing axle at the fork) made out of hardened 4130 chrome-molybdenum steel. Lighter and more elastic than normal steel and at the same time much more robust and durable than aluminum with approximately the same weight. Folding parts: extra precise processing, forging and milling.
- Swing bearings on the folding axis with industrial ball bearings made of stainless steel (no plain bearings), all hubs made with industrial ball bearings.
- Bottom bracket placed behind the swing bearing so that the chain / belt tension remains unchanged during folding.
- Screws made out of stainless steel.



ABOUT OUR ELECTRIC MODELS

HIDDEN POWER

The motor hub is an all-in-one technology with an integrated battery pack, 4 sensors, and a bluetooth connection.

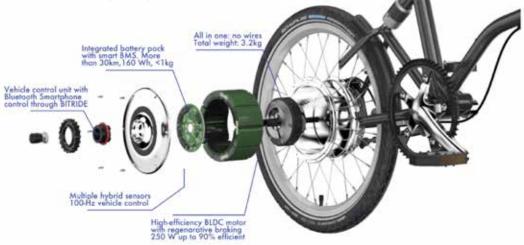
Speed up to 25km/h (15.5mi) with the 250 W (max. 40 Nm) motor.

Extend your range exponentially in self-charging mode or up to 50 km (31mi) in turbo mode.



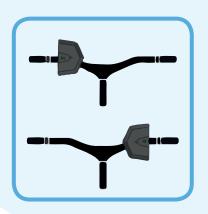
SELF-CHARGING E-BIKE

Super-efficient energy recovery using KERS technology.



SMART BIKE

Connect your VELLO bike to your phone and customize your riding experience. Customers can choose between using their own phone or the wireless remote control. Activate the regenerative braking, get an extra boost when needed, turn the system on/off and switch between power modes thanks to the wireless remote control.







All our e-bikes have been tested and certified according to EN 15194:2018.

All VELLO frames have been approved as per ISO 4210 testing.

ZEHUS MOTOR GEN.2

Entering the age of connected vehicles, the VELLO BIKE is making use of the latest technology to merge the advantages of technology with functional user-centered design.

GEN2 is here!

All VELLO BIKES 2022 are equipped with the GEN.2 Zehus motors.



Main upgrades from the previous GEN1 Zehus motor:

- · Reliable and faster bluetooth connection as it is equipped with the latest bluetooth technology;
- 50% more torque with max. 40 Nm;
- A new electronic lock system via the app that allows the motor to be locked and keep it safe from theft;
- Embedded real-time diagnostic and direct customer care via the app;
- Same size, same weight but 10% more battery life.

GEN.2 BIKE+ with automatic gear transmission!

The motor takes on the function of an automatic gear shift thanks to the gyro sensor.



THE COMPLETE RANGE OF VELLO PRODUCTS



THE MULTI-TERRAIN FOLDING BIKE

Rocky is made to smooth out the jolts of the city jungle. With its Shimano XT 10-speed top-quality trekking bike components, you can easily avoid traffic congestion by choosing shortcuts through parks and over rocky paths and steep hills.

Item number: VBR-11810 (chromoly), MSRP: €1.590 Item number: VBT-11810 (titanium), MSRP: €2.790



*Picture for illustration purposes only.

TECHNICAL DATA & FEATURES

- Frame: Multisize, unisex, chromoly steel/ shock absorbent with elastomer-magnet folding
- Color: Anthracite
- Handlebar, grips: Folding handlebars (VELLO BIKE design) with ergonomic grips
- Saddle: Selle Royal Viento, foam matrix
- Seat post: Satori alloy 30.9 x 500 mm
- Stem riser: Fully adjustable height
- Gear system: Shimano Deore XT 10-speed, non-electric
- Shifters: Shimano Deore Rapidfire (right)
- Drive: Chain
- Brakes: Hydraulic disc brakes
- Tires: 20" Schwalbe Marathon Original 40-406
- Pedals: Full aluminum folding pedals
- Bell: light and elegant
- Weight: 11.9 kg (26.2lbs approx., without pedals, +/- 5%)

Make it 1 kg (2,2lbs) lighter! Rocky also available as titanium in silver brushed and Kojak tires (main frame (titanium), fork and rear triangle (chromoly))



THE CLEAN COMPANION WITH STYLE

Glide quietly through the city with the belt-driven VELLO Alfine. Conquer urban canyons with its practical wide-range Shimano Alfine 11 internal gear hub.

Item number: VBA-21811, MSRP: €2.190



*Picture for illustration purposes only.

TECHNICAL DATA & FEATURES

- Frame: Multisize, unisex, chromoly steel/ shock absorbent with elastomer-magnet folding
- Color: Anthracite
- Handlebar, grips: Folding handlebars (VELLO BIKE design) with ergonomic grips
- Saddle: Selle Royal Viento, foam matrix
- Seat post: Satori alloy 30.9 mm x 500 mm
- Stem riser: Fully adjustable height
- Gear system: Alfine 11-speed internal gear hub, non-electric
- Shifters: Alfine 11 Rapidfire
- Drive: Belt, Gates Carbon CDX
- Brakes: Hydraulic disc brakes
- Tires: 20" Schwalbe Marathon Original 40-406
- Pedals: Full aluminum folding pedals
- Bell: light and elegant
- Weight: 12.9 kg (28,4lbs approx., without pedals, +/- 5%)



SPEED. SPEEDIER. SPEEDSTER!

Racing-bike components, and ultra-light titanium frame, narrow high-pressure tires, racing-bike handlebars, and a 10-speed Shimano105 gear system deliver an aerodynamic riding experience with minimal rolling resistance. Speedster won the RedDot Design Award "best of the best."

Item number: VBS-11810, MSRP:€2.990



*Picture for illustration purposes only.

TECHNICAL DATA & FEATURES

- Frame: Multisize, unisex, titanium frame, chromoly fork/shock absorbent with elastomer-magnet folding
- Color: Silver brushed
- Handlebar, grips: Racing-bike handlebars, Brooks honey brown bar tape
- Saddle: Brooks honey brown leather saddle
- Seat post: Satori alloy 30.9 mm x 500 mm
- Stem riser: Fully adjustable height (VELLO BIKE design)
- Gear system: Shimano 105-series,
 10-speed rear derailleur, non-electric
- Shifters: STI integrated shifters and brake levers, microSHIFT 10-speed
- Front chainring: 54T with double chain guard
- Cassette: 11-32 T (chain)
- Brakes: Caliper brake Shimano 105
- Tires: 20" Schwalbe One, 28-451
- Pedals: MKS clip-on pedals
- Bell: light and elegant
- Weight: 9.9 kg (21.8lbs approx., without pedals, +/- 5%)



VELLO BIKE+, THE FIRST SELF-CHARGING FOLDING ELECTRIC BIKE

Das VELLO BIKE+ ist das leichteste und kompakteste E-Faltrad seiner Klasse! Hochqualitative Komponenten kombiniert mit neuen Technologien, ein exklusives und preisgekröntes Design und eigens entwickelte Innovationen garantieren eine komfortable Fahrt in der Stadt.

Artikelnummer: VEB-11801-0(Standard), UVP: €2.990 Artikelnummer: VEB-11801-1(m/ Speed Drive), UVP: €3.590 Artikelnummer: VEB-11801-2(m/ Mountain Drive), UVP: €3.590



*Picture for illustration purposes only.

- Frame: Multisize, unisex, chromoly steel/ shock absorbent with elastomer-magnet folding
- Color: Anthracite
- Handlebar, grips: Folding handlebars with ergonomic grips
- Saddle: Selle Royal Viento, foam matrix
- Seat post: Satori alloy 30.9 x 500 mm
- Stem riser: Fully adjustable height
- Gear system: Optional Schlumpf Speed Drive gear system up to 1:1.65 ratio or Schlumpf Mountain Drive gear system, ratio 2.5:1
- Drive: Belt, Gates Carbon CDX
- Brakes: Hydraulic disc brake
- Tires: 20" Schwalbe Marathon Orig. 40-406
- Pedals: Full aluminum folding pedals
- Bell: light and elegant
- Weight: 13.9 kg (30.6lbs approx., without pedals)
- Motor: 250 W/ max. 40 Nm
- Max. speed: 25 km/h (15.5mph) with motor assistance and up to 40 km/h (15.5mph) manually using the optional Schlumpf speed drive gear system
- Battery life cycle: >1,000 cycles
- Range: ca. 50 km (31mi) in Turbo mode and even more when using the self-charging technology



VELLO BIKE+, THE FIRST SELF-CHARGING FOLDING ELECTRIC BIKE

Even lighter – the VELLO BIKE+ with its unique drive technology and made out of titanium. First introduced in 2020, it quickly became popular amongst those seeking to commute in style and with the push needed to arrive at the destination quickly and sweat-free.

Item number: VET-11801-0 (standard), MSRP: €4.190 Item number: VET-11801-1 (w/ Speed Drive), MSRP: €4.790 Item number: VET-11801-2 (w/ Mountain Drive), MSRP:

€4.790



*Picture for illustration purposes only.

- Frame: Multisize, unisex, titanium frame, chromoly fork/shock absorbent with elastomermagnet folding
- Color: Silver brushed
- Handlebar, grips: Folding handlebars (VELLO BIKE design) with ergonomic grips
- Saddle: Selle Royal Viento, foam matrix
- Seat post: Satori alloy 30.9 mm x 500 mm
- Stem riser: Fully adjustable height
- Gear system: Optional Schlumpf Speed Drive gear system up to 1:1.65 ratio or Schlumpf Mountain Drive gear system, ratio 2.5:1
- Drive: Belt, Gates Carbon CDX
- Brakes: Hydraulic disc brake
- Tires: 20" Kojak 35-406
- Pedals: Full aluminium folding pedals
- Bell: light and elegant
- Weight: 12.9 kg (28,4lbs approx., without pedals)
- Motor: 250 W/ max. 40 Nm
- Max. speed: 25 km/h (15.5mph) with motor assistance and up to 40 km/h (24.8mph) manually using the optional Schlumpf speed drive gear system
- Battery life cycle: >1,000 cycles
- Range: ca. 50 km (31mi) in Turbo mode and even more when using the self-charging technology

VELLO ACCESSORIES



Item number: VA-102, MSRP: €89

The patented and fully foldable VELLO mudguards have been designed especially for the VELLO. They protect your clothes from dirt and getting wet.



SEAT POST SHORT

Item number: VA-114, MSRP: €49

For people under 155cm (5ft), we recommend equipping the VELLO bike with this extra-short 500mm seat post.

Diameter: 30.9 mm



KICKSTAND

Item number: VA-105, MSRP: €29



SEAT POST LONG

Item number: VA-106, MSRP: €49

For people over 185cm (6ft), we recommend to equipping the VELLO bike with the longer stem and this extra-long 600mm seat post.

Diameter: 30.9 mm



HIGH FRONT STEM

Item number: VA-107, MSRP: €39

For people over 185cm (6ft) or those who like to sit upright on the VELLO bike, we recommend equipping the VELLO bike with this higher stem (approx. +11cm (4.3in)).



FRONT CARRIER

Item number: VA-103, MSRP: €99

Practical front rack with a quick-mount mechanism (removable). The rack does not affect the folding nor steering of the VELLO bike. Carries up to 10kg (22lbs).



VELLO DAYPACK BLACK EDITION

Artikelnummer: VA-110, UVP: €89

Praktischer Daypack mit abnehmbarem Schultergurt und Tragegriff. Aus wasser-abweisendem Material gefertigt mit reflektierendem VELLO Logo-Print auf der Vorderseite, praktischem Innenfach, Schlüsselkarabiner und gezippter Vortasche. 4 Velcro-Straps zur schnellen Montage am VELLO Front-Gepäckträger.

Maße: ca. 38 cm x 26 cm x 19 cm (15x10x7.5in)



VELLO DAYPACK LIMITED EDITION

Item number: VA-112, MSRP: €149

Made of recycled truck tarp. Limited quantity – color and pattern may vary. Practical daypack with detachable shoulder strap and carrying handle. Made of water-repellent, recycled material (truck tarp) with high-quality VELLO logo rubber badge on the front, practical inner compartment and zipped front pocket. Main compartment in rolltop version with click closure. 4 velcro straps for quick mounting on the VELLO front carrier. Dimensions: approx. 38x26x19cm (15x10x7.5in / luggage rack not included).





COVER BAG

Item number: VA-109, MSRP: €89

Ultra light cover bag with carrying strap.



VELLO ELASTIC STRAPS

Item number: VA-131, MSRP: €19

Durable clamping rubber made of highquality nylon with a hook. Recommended in combination with the front carrier. Length: approx. 20 cm (7.9in). Scope of delivery: 2 pieces.





TRANSPORT BAG WITH WHEELS

Item number: VA-108, MSRP: €249

Practical, durable carrying bag with 4 removable wheels and compression straps. Padded case with integrated shoulder straps and carrying handles. Includes a practical garment bag and storage bag for the removable wheels.

Size: 71 x 87 x 35 cm (27x34x14in)



SMARTPHONE MOUNT

Item number: VA-111, MSRP: €19

The smartphone mount is made from highstrength silicone.



VELLO REAR PANNIER

Item number: VA-113, MSRP: €149

VELLO's rear pannier can hold up to 25kg (55lbs) and does not get in the way of folding. Ideal for touring!





VELLO CARRIER BLOCK

Item number: VA-118, MSRP: €36

VELLO carrier block is made to fit front bags from various makers, such as Valeria's Barcelona, Freitag® or

Brompton® bags.



Item number: VA-122, MSRP: €89



VELLO's magnetic adapters are equipped with compact, bright LED front and rear light. With its 5 different light modes, compact, and lightweight, the lights offer side visibility for extra safety. USB-rechargeable and 100% waterproof.

Front light: 100 lumens, lasts up to 64 hours on one charge.

Rear light: 50 lumens and lasts up to 53 hours at a time.



To recharge the lights, just snap them off the bike and plug them into the charger!

	Mode 1	Mode 2	Flash 1	Flash 2	Day Flash
Lumens-white light	20	40	20	40	100
Time (hours-min) white light	6:30	3:00	64:00	31:30	36:30
Lumens-red light	10	20	10	20	50
Time (hours-min)red light	5:30	2:30	53:00	26:00	30:00

Common technical features: Ultra Bright Red or White LED. Built-In Reflector. Auto Safe Mode. Day Flash Mode. Light Mode Memory. Side Visibility. Quick Release Magnetic Mount. Water Resistant (IPXS). 300mAH Li-Po Built-in. Recharge Time- 2 Hours. FL-I Standard. Size - 39 x 31 x 19mm (1.5x1.2x0.7in). Weight- 20g. (0.04lbs) Low Battery, Charging & Fully Charged Indicator. Red light: Automatic Fully Charged Cut-Off System.

VELLO with SON HUB DYNAMO

Item number: VA-119, MSRP: €599

Bike lights made in Germany.

For over 20 years, SON has been making high-quality hub dynamo lighting. The SON Edelux II uses a powerful lightemitting diode with up to 100 lux and distributes the light with the IQ-Tec premium mirror.

LED headlights: Edelux II natural with a special headlight bracket for VELLO. Housing made of aluminum, polished silver.

Rear light with seat post clamp, red optics, coaxial cable 190 cm (6ft).

Technical data - hub dynamo:

- Electrical power: 6V/3W
- Efficiency: 65% at 15 km/h (9mph)
- Power consumption when idling: 0.4 W at 15 km/h (9mph)

StVZO (German regulations) compliant! 100% waterproof.

Scope of delivery: Son Delux hub dynamo, front headlight, and rear light. Already installed and delivered ex-works.

Weight: approx. 450g (1lbs). 5 year warranty









MARKETING AND POS MATERIALS



MARKETING AND POS MATERIALS







Staatspreis
Design
2019

des Bundesministeriums
für Digitalisierung und
Wirtschaftsstandort

In 2015, VELLO bike received the highest distinction in the design world, the Red Dot Award "best of the best," followed in 2017 by the European Product Design Award, the Good Design and in 2019, the Austrian State Prize for Design and Bundespreis Ecodesign from Germany.

In the words of the Red Dot jury: "The VELLO bike fascinates with sophisticated functionality perfectly adapted to everyday use in urban areas. It captivates users with its well-balanced details and allows intuitive folding to a compact size. Equipped with multiple gears and specially designed magnetic shock absorbers, the bike delivers outstanding riding comfort. A beautiful bike that offers itself as an ideal companion for everyday use".

The following materials can be ordered:

- Catalogs
- VELLO tote bag
- Racing cap
- VELLO Authorized Dealer Sticker
- Roll-ups
- VELLO Design illuminated presentation stand

CATALOGS

Catalogs: VM-203, free

Our catalogs are small booklets that provide information about all VELLO models, its innovations, design, and technology.

VELLO AUTHORIZED DEALER STICKER

Item number: VM-206, free

All our VELLO partners get this window sticker at no extra cost.

Dimensions: available in Medium 40 x 40 cm (ca.16x16in) or Large 80 x 80 cm (ca.32x32in).



RACING CAP

Item number: VM-201, MSRP: €13

VELLO Design Racing Cap Made in Italy. One Size. Color may vary.



VELLO TOTE BAG

Item number: VA-115, Price: €5

Get the VELLO cotton bag, a fair trade product made of 100% ecological material. White (with black print)



ROLL UPS

Item number: VM-204. Value: €60

The system is made of aluminum, ready to use.

Incl. 3-part rod and simple transport bag. Easy assembly by one person without tools. Dimension: 80 x 200 cm

(ca.32x79in)

Weight: approx. 3 kg (6.6lbs)



VELLO DESIGN ILLUMINATED PRESENTATION STAND

Item number: VM-202, Price: €1.500 (purchase) or yearly rental fee of €150.

To present the VELLO bike and available accessories in the best way possible, we have designed a modular presentation stand with LED panels. The stand can be folded for easy transportation. It is constructed in a way so that all of VELLO's accessories and 4 VELLO bikes can be fitted on the stand. Dimension: H:120 cm x L:100 cm x W: 60 cm (ca.47x39x24in).

Materials: plywood, LED panels and stainless steel.







ONLINE PRESENTATION

VELLO provides its dealers with high-resolution images and a press-kit at no extra cost. Retailers are entitled to advertise the VELLO bike models in their shop and to include the VELLO bikes in the shops' brochures and on their own website.

High-resolution studio and lifestyle VELLO pictures can be found at https://www.vello.bike/presse. We would also be glad to promote your store across our social media channels. Just send your social media handle to media@vello.bike

EVENTS

Events are great opportunities to share the VELLO vision and present the VELLO bikes to potential customers. Just contact us at media@vello.bike. We will be happy to hear about your ideas and to explore ways our team members may be able to support you.

FOLLOW #VELLOBIKE







SPECIAL PACKAGES

Get one of our two special recommended packages to get you started! You can either order the packages as presented in the PARTNER and PREMIUM PARTNER versions, or pick and choose the accessories individually as you wish.

Minimum first order quantities for VELLO partners: 5 VELLO BIKES Minimum first order quantities for VELLO PREMIUM partners: 15 VELLO BIKES See the separate price list for prices and total yearly quantity.

VELLO PARTNER PACKAGE

VELLO PARTNER PACKAGE

5x VELLO bikes of any model

5x Kickstands

4x Mudguards

2x Front carriers

2x Smartphone mounts

2x Daypacks black edition

2x Front stems high (recommended for those who prefer sitting upright)

1x Seatpost long (recommended for people over 185 cm (6ft)

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OUR OFFER:

- Partner prices (see separate price list for prices and conditions)
- 10-day payment term
- Listing of partner on VELLO's website
- FREE roll up banner worth EUR 60
- FREE window sticker
- FREE VELLO catalogs
- Presentation of our retail partner in our social media channels

IN EXCHANGE:

- Representative product placement in the store
- Participation in VELLO's training offer
- Placement of the VELLO window sticker on store-front
- Carrying out the final assembly and checking functionality before delivery. The handover to the end customer may only take place in assembled condition
- Reliable handling of guarantee and warranty cases
- Integration of the VELLO brand on the partner's website
- Presentation of VELLO through the retailer's social media channels
- Signing the VELLO partner agreement

*Picture for illustration purposes only.



VELLO PREMIUM PACKAGE

VELLO PREMIUM PACKAGE

15x VELLO bikes of any model

15x Kickstands

12x Mudguards

8x Front carriers

3x Daypacks black edition

3x Daypacks limited edition

3x Smartphone mounts

3x Cover bags

6x Front stems high (recommended for those who prefer sitting upright)

2x Seatposts long (recommended for people over 185 cm (6ft))

1x Seatpost short (recommended for people under 155 cm (5ft))

+ rent-free wooden POS display worth EUR 1,500

OUR OFFER:

- Premium partner prices (see separate price list for prices and conditions)
- 30-day payment term
- Listing of the partner on VELLO's website
- 1x VELLO demo bike of your choice with 50% margin
- Rent-free use of wooden presentation stand (worth EUR 1,500)
- FREE roll up banner worth EUR 60
- FREE window sticker
- FREE VELLO catalogs
- Presentation of the retail partner in our social media channels

IN EXCHANGE:

- Representative product placement in the store
- Participation in VELLO's training offers
- Placement of the VELLO window sticker in the storefront
- Carrying out the final assembly and checking functionality before delivery. The handover to the end customer may only take place in assembled condition
- Reliable handling of guarantee and warranty cases
- Integration of the VELLO brand on the partner's website
- Signing the VELLO partner agreement



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ORDERING

ORDERING Order CYCLES AND TOOLS

We want to make your bike season 2022 run as smoothly as possible. For that, we recommend you do a preorder so that we can procure the requested quantities and meet the timeframe for delivery.

How to preorder?

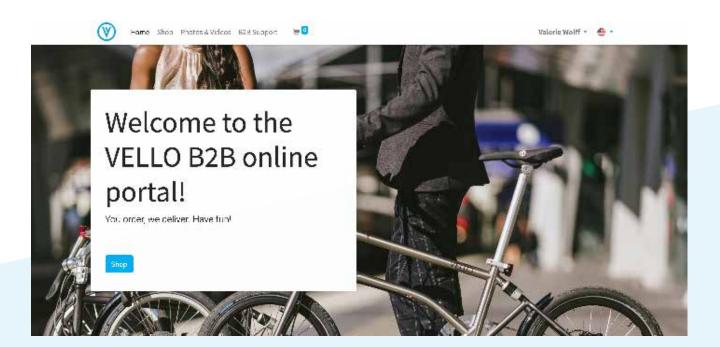
To preorder, please complete our separate order form and return it to b2b@vello.bike no later than 31.07.2021.

IMPORTANT NOTE: Please note that we can only guarantee your requested quantities and delivery times if you place a preorder accordingly.

How to place additional/ad-hoc orders after the preorder?

All VELLO retail partners have access to our B2B order portal.

ORDER ONLINE through our order portal



UNFOLD YOUR PASSION

The VELLO journey has just begun. BE PART OF IT!



CONTACT: Valerie Wolff

Tel:+43 660 555 6223 Email: b2b@vello.bike

VELLO Brand Store Reinprechtsdorfer Str. 58-60 1050 Vienna, Austria, EU



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